

Message Text

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PAGE 01 STATE 026149
ORIGIN COME-00

INFO OCT-01 EA-12 ISO-00 EB-08 /021 R

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COM/BED/OED/LENGLESON
STATE/EB/OCA/ESACCHET
STATE/EA/TIMBS/ECHEKY

-----112742 011159Z /15

R 010235Z PEB 78
FM SECSTATE WASHDC
TO AMEMBASSY JAKARTA
INFO AMCONSUL MEDAN
AMCONSUL SURABAYA

UNCLAS STATE 026149

E.O. 11652:N/A

TAGS:0EXP: ID

SUBJECT:COUNTRY COMMERCIAL PROGRAODM FOR INDONESIA,
FY 1979 GUIDANCE

REF: (A) JAKARTA 4534 (B) STATE 44899 (C) JAKARTA A-179,
NOVEMBER 23, 1976 (D) STATE 000118 (E) JAKARTA 9544

1. T;E FOLLOWING ADDRESSES THE PRELIMINARY FY 1979 CCP
TRANSMITTED IN REF A IN RESPONSE TO REF B. IT IS PROVIDED
AS GUIDANCE TO ASSIST IN FORMULATING THE POSTS' DRAFT
CONTRIBUTION FOR FY 1979 PURSUANT TO REF D.

2. CURRENT ASSESSMENTS OF INDONESIA'S ECONOMIC SITUATION
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INDICATE A STRONG PERFORMANCE, AS MEASURED BY AN IMPROVED
BALANCE OF PAYMENTS POSITION (WITH HIGH LEVEL OF RESERVES
AND SIGNIFICANT EXPORT GROWTH), LEVELLING OFF OF INFLATION,
AND CAUTIOUS BORROWING POLICY. WHILE THE RATE OF IMPORT
GROWTH 'AS BEEN REDUCED, IMPORTS IN 1977 PROBABLY WERE
WELL ABOVE TH" ESTIMATED \$DDOLLARS 7.8 BILLION IN 1976.

ON THE OTHER HAND, THE U.S. SHARE OF THIS SUBSTANTIAL MARKET FELL TO 13 PERCENT OF THE TOTAL IN THE FIRST FIVE MONTHS OF 1977 COMPARED TO 17 PERCENT IN 1976. U.S. CENSUS FIGURES SHOW THAT U.S. EXPORTS TO INDONESIA IN JSNDDJANUARY-NOVEMBER 1977, AMOUNTING TO DOLLARS 701

MILLION, WERE 26 PERCENT BELOW THEIR LEVEL IN THE SAME PERIOD OF 1976. MACHINERY AND EQUIPMENT SALES, THE DOMINANT GROUP, FELL BY SOME 30 PERCENT.

3. AN OVERALL CCP OBJECTIVE IS TO INCREASE THE U.S. MARKET SHARE THROUGH A VARIETY OF MEASURES THAT INCLUDE INTENSIFIED CAMPAIGNS IN BEST PRODUCT LINES AND EFFORTS TO INCREASE PROCUREMENT FROM THE UNITED STATES UNDER THE LARGE LOANS TO INDONESIA FROM INTERNATIONAL LENDING AGENCIES. RECENT CREDIT POLICY CHANGES DESIGNED TO STIMULATE THE ECONOMY, ENCOURAGE INVESTMENT AND PROMOTE EXPORTS, ALSO MAY OFFER NEW OPPORTUNITIES. WE LOOK FORWARD TO ADDITIONAL INFORMATION ON WAYS THESE WILL BE IMPLEMENTED, ESPECIALLY IN RESPECT TO 3-6 MONTH USANCE CREDITS FOR BASIC MATERIALS AND SPARE PARTS IMPORTS. ADVANCE INFORMATION AVAILABLE TO POST ON REPELITA III, (INDONESIA'S THIRD FIVE-YEAR DEVELOPMENT PLAN), TO BEGIN IN APRIL 1979, SHOULD BE USEFUL IN DRAFTING CCP CAMPAIGNS AND ACTIVITIES.

4. RE RECOMMENDATIONS FOR CAMPAIGNS PROVIDED IN REF A, UNCLASSIFIED

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WE BELIEVE THAT ALL THREE SUGGESTIONS HAVE MERIT.

5. CAMPAIGN 1, WOOD PROCESSING EQUIPMENT (REF A) WOULD CONTINUE CAMPAIGN 1 OF FY 1978 AND HELP PREPARE FOR TIMBER PROCESSING EQUIPMENT MISSION SEMINAR SCHEDULED FOR AUGUST 1979. IN SUPPORT OF THIS THEME, WE NOTE SEVERAL DINAMIKA PARTICIPANTS ANTICIPATE SIGNIFICANT SALES OF THIS EQUIPMENT IN NEXT TWELVE MONTHS. IN DEFINING CAMPAIGN OBJECTIVES, ACTIONS, AND SIZE OF MARKET, HOWEVER, POST MAY WISH TO REVIEW DESIRABILITY OF INCLUDING PULP AND PAPER SEGMENT SINCE REF E INDICATED THAT NO PROGRESS ON PROPOSED MAJOR PULP AND PAPER PLANT INVESTMENTS WAS LIKELY FOR SEVERAL YEARS.

6. CONSIDERATION SHOULD BE GIVEN TO EXPANDING SCOPE OF PROPOSED CAMPAIGN 2, MATERIALS HANDLING (INCLUDING MINING) EQUIPMENT (REF A) TO CONSTRUCTION, MINING AND MATERIALS HANDLING EQUIPMENT SINCE CONSTRUCTION EQUIPMENT CONTINUES TO BE STRONG PRODUCT THEME AND WILL BE INCLUDED IN CONSTRUCTION, MINING AND MATERIALS HANDLING EQUIPMENT OFFSITE EXHIBITION SCHEDULED FOR APRIL 1979. THIS WOULD CONTINUE

CAMPAIGN 3 OF FY 1978. ACTIONS UNDER THIS CAMPAIGN WOULD ALSO INCLUDE IMPLEMENTATION OF GEOPHYSICAL AND MINERAL PROSPECTING EQUIPMENT TRADE MISSION SEMINAR SCHEDULED FOR DECEMBER 1978.

7. WHILE CAMPAIGN 3 (REF A) WILL NOT BE SUPPORTED BY ANY TRADE PROMOTION EVENT IN INDONESIA OR SINGAPORE IN FY 1979, BELIEVE EXPANDING BUSINESS EQUIPMENT MARKET WARRANTS CAMPAIGN APPROACH. BLUE RI0BON CALLS AND OTHER SUPPORT ACTIVITIES IN JAKARTA FOR IMC EVENT ON AUTOMATED BUSINESS AND BANKING EQUIPMENT EXHIBITION BEING HELD IN SINGAPORE AT END OF MARCH 1978 MAY ASSIST IN EVALUATING MARKET AND FORMULATING DESIRA0LE ACTIONS TO PURSUE CAMPAIGN IN FY 1979.

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8. REF A INDICATES THAT CONSIDERATION WAS GIVEN TO INCLUDING CAMPAIGNS IN ELECTRICAL POWER GENERATING EQUIPMENT AND ENGINES AND MECHANICAL POWER EQUIPMENT (IDENTIFIED AS AREAS WITH GOOD SALES PROSPECTS IN REF C) BUT THE DECISION WAS NEGATIVE IN VIEW OF INA0ILITY OF U.S. SOURCES TO ARRANGE COMPETITIVE FINANCING. IN REF C THE POST HAS RECOMMENDED THAT COMMERCE CONSIDER A TRADE MISSION WITH TECHNICAL SEMINAR IN THE ELECTRIC POWER FIELD, AND AN ELECTRIC POWER EQUIPMENT SEMINAR MISSION IS NOW SCHEDULED FOR JAKARTA IN MARCH 1979. THEREFORE IT IS REQUESTED THAT THE POST RECONSIDER INCLUDING A CAMPAIGN IN THE ELECTRICAL POWER FIELD, OR, IN LIEU OF THIS, A NON-CAMPAIGN INITIATIVE ACTIVITY, TO EXPLORE THE OPPORTUNITIES AS MUCH AS POSSIBLE PRIOR TO THE EVENT, PARTICULARLY THE CAPTIVE POWER MARKET (E.G., NON-PLN). ALSO ATTENTION MIGHT BE GIVEN TO DEVELOPING INFORMATION ON OPPORTUNITIES FOR HYDROELECTRIC AND GEOTHERMAL PLANTS (POST MAY RECALL PERTAMINA OFFICIAL VISITED DINAMIKA SEEKING INFORMATION FROM U.S. FIRM ABOUT GEOTHERMAL APPARATUS).

9. THE THREE ACTIVITIES RECOMMENDED FOR INCLUSION IN OTHER SPECIAL POST EFFORTS (REF A) ARE CONSIDERED ESSENTIAL INGREDIENTS OF THE FY 1979 CCP AND SHOULD BE DEVELOPED. RE AGRIBUSINESS, THE PARTICIPANTS IN DINAMIKA FOUND SOME MARKET FOR THE TYPES OF AGRICULTURAL EQUIPMENT DISPLAYED BUT ACTUAL SALES AND SALES PROJECTIONS WERE LESS THAN FOR FORESTRY PRODUCTION AND PROCESSING EQUIPMENT. REPELITA III AND BACKGROUND STUDIES FOR LARGE FOREIGN LOANSLD FOR AGRICULTURE, RURAL DEVELOPMENT AND TRANSMIGRATION MAY BE OF HELP IN IDENTIFYING AREAS OF AGRI0USINESS WHICH T;IS ACTIVITY SHOULD STRESS, OTHER ACTIVITIES INCLUDED IN FY 1978 CCP (ACTIVITY 2, ACTIVITIES 4-11) SHOULD ALSO BE CONSIDERED. WE ARE HOPEFUL THAT ACTIVITIES

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10. SINCE REPELITA III WILL BEGIN IN FY 1979 (I.E., APRIL 1, 1979) POST MAY WISH TO INCLUDE IT AS A SEPARATE ACTIVITY. ACTIONS TO BE TAKEN MIGHT BE: PREPARE AN IN-DEPTH ANALYSIS OF THE COMMERCIAL IMPLICATIONS FOR THE UNITED STATES OF REPELITA III; ESTABLISH A PRIORITY LIST OF KEY SECTORS OFFERING OPPORTUNITIES FOR U.S. BUSINESS; AND, IN IMPLEMENTATION ALSO OF PROPOSED ACTIVITY NO. 1, MAJOR PROJECTS, IDENTIFY MAJOR PROJECTS OR AREAS FOR PRIORITY ACTION AND POSSIBLE DEVELOPMENT INTO FUTURE CCP CAMPAIGNS.

11. SUGGEST YOU SEND INFO COPIES OF DRAFT CCP TO EMBASSIES SINGAPORE, KUALA LUMPUR, AND BANGKOK WHEN YOU TRANSMIT TO WASHINGTON.

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*** Current Handling Restrictions *** n/a

*** Current Classification *** UNCLASSIFIED

Message Attributes

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Channel Indicators: n/a
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TAGS: BEXP, ID
To: JAKARTA
Type: TE
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Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
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